

Whatever your need, we have you covered

PSAC Benefits - Fueled by ICBA Benefits
A better solution for your group benefits needs



PSAC

working energy 

fueled by ICBA
benefits

PSACbenefits.ca

WHAT SHOULD YOUR COMPANY DO?

1 Call or e-mail us

All great relationships start with a conversation. Our PSAC representative, Mark Perschon, can guide you through the entire process of employee group benefits and ensure your needs are being met. Even if you don't currently offer benefits, we can help. Call Mark at 403.650.1020 or email mark@icbabenefits.ca

2 Authorize us as your Agent of Record

This requires no disruption to your employees' benefits. It's a paperwork transaction that allows ICBA Benefits to take over for your existing agent.

3 We review and make recommendations

After becoming your Agent of Record, the ICBA Benefits team will discuss your internal benefits goals and challenges with you, conduct a review of your insurance package, assess your needs, and offer recommendations on how to better serve both your workers and your bottom line.

4 Consider our recommendations

We'll build the plan, but the decision is completely yours.

ABOUT PSAC BENEFITS

PSAC Group Benefits, fueled by ICBA Benefits, boasts a top-notch group of benefits industry experts and consultants. With our expertise we help your company deliver superior benefits at reasonable and manageable costs that meet your needs. We offer a full suite of employee benefit products to cover every size of business – the pricing and convenience of our health, dental, prescription drug, retirement and other products cannot be matched.

Let PSAC Group Benefits, fueled by ICBA Benefits, work with you to build a program tailored specifically for your business. Your operation is unlike any other – your benefit plan should match your unique business.

- ◆ Benefits plans for the single owner/operator and their family
- ◆ Multi-employer buying pools for the small employer
- ◆ Fully customizable group benefit plans for the large employer
- ◆ Special Risk insurance for inpatriates and expatriates
- ◆ An Hour Bank plan for field workers
- ◆ Group retirement programs



SUPPORT PSAC

PSAC and ICBA Benefit Services have formed a partnership agreement. Moving your benefit plan to ICBA Benefits helps ensure PSAC's long-term future and operations. In the partnership agreement, PSAC receives advocacy, organizational and financial support when you use PSAC Group Benefits, fuelled by ICBA Benefits, as your employee groups benefit consultants.

The ICBA Benefits team can complete a full review of your plan, while managing the ongoing assessment and service of your employee group benefits plan. We determine your needs, how your plan is either meeting those needs or not, then create a strategy going forward. We are a high touch benefits organization and throughout the year we continually ensure your plan is functionally healthy. You will support and strengthen PSAC long term future by committing to ICBA Benefits Services.



LOCAL EXPERTISE

Meet Mark Perschon, Alberta team leader

Mark Perschon is a dynamic and passionate employee benefits consultant. Over the past 15 years, Mark has been dedicated to Group Insurance from his initial experience in Disability Case Management through to Accountant Management and Business Development. Mark has insurance carrier experience with large insurers and more recently with a mid-sized carrier. His experience and knowledge has developed him into a creative force working hard for his clients. He has impressive knowledge in all aspects of benefit plan design, various funding methods, service and administration. Mark's in-depth knowledge of employee group benefits gives him unique insights into the workings of your group benefits program, providing clients with necessary and unique out-of-the-box consulting guidance.

FIGHTING FOR YOUR CAUSES

The Independent Contractors and Businesses Association (ICBA) has been a dominant force pushing the federal and B.C. governments to get the Trans Mountain pipeline expansion built.

ICBA's aggressive mainstream and social media campaigns have helped flip the B.C. public's opinion on pipelines – where recent polling now shows nearly 60% support for Trans Mountain.

When Desjardins said it may stop funding Canadian energy projects, ICBA led a public campaign that generated more than 1,500 direct emails to the credit union's CEO. ICBA Benefits started moving insurance business away from Desjardins, and the company quickly reversed its stance and promised to continue supporting Canadian energy.

ABOUT ICBA BENEFITS

ICBA Benefit Services Ltd. meets the unique health and benefit insurance needs of construction and other industries across Canada. From the beginning, we have never simply accepted what the marketplace offers – either in terms of products or price. We work hard to get our clients a solution that meets their needs. We ensure cost controls to make your employee group plan long term and sustainable value for you and your employees.

Our company has grown with the industry and now has clients ranging from small owner-operators to some of the largest companies in the country. We have the expertise and access to the widest range of health, dental, life, benefits, and retirement products to meet the needs of any client in any industry. Our goal with each and every benefit plan is to manage your costs over time – delivering your employees the best possible coverage at the best possible price.

ICBABenefits.ca/psac

Mark Perschon

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